

***Losing areas and shared mental models: towards a definition of the cognitive obstacles to local development***

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*Abstract*

In almost all the different approaches composing the eclectic literature on local development a strong emphasis is given to locally shared mental models as the basis for reaching agreement, resolve conflict and facilitate, through trust, cooperation. Nevertheless, if stability in the patterns of interactions facilitate the exploitation of recognized common-pool of resources, it lower the capability of exploring new opportunity. In this paper a theoretical analysis of the connection between shared mental models and the difficult to mobilize human capital in less-favorite regions is given on the basis of a social cognitive approach to local development.